

HOW EXPLOSIVES ARE HANDLED IN N. Y. C.



NEW YORK—Investigations of the Wall street blast have turned the spotlight on Metropolitan methods of transporting explosives. Pictures show the safety-first methods used. When small boats, flying a red flag of danger, arrive at the wharf with a load of explosives, a powder wagon is already waiting. On the wagon body is printed the word "EXPLOSIVES" in huge letters. Inspectors are always on the job. Every stick of dynamite entering New York City must be stamped with the contractor's number, and records are kept of the quantity received and by whom used. Inspectors superintend the packing, shipping and use.

HOW THE BIG RACE WILL BE HANDLED ON PHOENIX TRACK

Officials and principals in the \$10,000 Dirt Track Championship race to be held at the State Fair Grounds Sunday, October 10: Referee and representative of the contest board of the America Automobile association—George Purdy-Bullard. Board of Timers—W. W. Lawhorn, chairman; Warren McArthur, Celera M. Stoddard, Charles McArthur. Board of Judges—William E. Ferguson, E. D. Roper, Cal Messner, Guy Alsop, P. K. Lewis. Starter—Leon S. Jacobs, assistant starter, Mark Dunbar. Technical Committee—Joe McAleer, Ed Ruggles, S. M. Starr, Charles Vincent, Everett Rowe, Larry Quinlan, H. H. Hotchkiss, John P. Coates, Tom Dunbar, Frank Free. Press Committee—Temple Emery, Jr., Ed Harrington, Webb Smith, Bob Holliday, Tom Akers. Chief Umpire—Dick Hollingsworth. Contestants—Tommy Milton, Omar Toft and Gaston Chevrelet. William Pickens, promoter. Oldfield diamond studded medal to the winner, in addition to the \$10,000 cash prize.

FOOTBALL RESULTS

At Grinnell, 42; Penn., 0. At Des Moines, Drake, 68; Simpson, 0. At Ames, 6; Ames, 0. At Mount Vernon, Cornell college, 34; Iowa State Teachers, 7. At Bloomington, Ind., Iowa, 14; Indiana, 7. At West Point, Army, 58; Marshall college, 0. At Laramie, Wyoming, 0; Colorado Aggies, 12. At Annapolis, Navy, 7; North Carolina State, 14. At Philadelphia, Pennsylvania, 7; Bucknell, 0. At Ithaca, Cornell, 13; Rochester, 0. At Providence, Brown, 13; Amherst, 3. At Washington, George Washington, 7; Western Maryland, 7. At New York, Columbia, 21; Trinity, 0. At Hamilton, Colgate, 0; Susquehanna, 0. At Syracuse, 49; Vermont, 0. At Hoboken, Stevens, 12; Pennsylvania Military, 10. At New Brunswick, Rutgers, 6; Maryland University, 0. At Chicago, Northwestern, 14; Knox, 0. At Columbus, Ohio, Ohio State, 55; Wesleyan, 0. At South Bend, Notre Dame, 39; Kalamazoo college, 0. At Minneapolis, Minnesota, 41; North Dakota, 2. At Newark, Del., Delaware, 14; Ursinus, 0. At Washington, Georgetown, 70; St. Johns, 0. At Morgantown, West Virginia, 7; Lehigh, 7. At Baltimore, Johns Hopkins, 32; Mount St. Mary's, 14. At Detroit, University of Detroit, 24; Duquesne, 0. At East Lansing, Michigan agricultural college, 18; Albion college, 0. At Columbia, Mo., Missouri, 41; Mis-

souri Wesleyan, 0. At Easton, Pa., Lafayette, 20; Muhlenberg, 0. At Richmond, Ind., Earlham, 28; Hanover, 3. At Indianapolis, Wittenburg, 20; Butler, 0. At Cincinnati, Kenyon, 0; University of Cincinnati, 4. At Lancaster, Pa., Franklin and Marshall, 14; Lebanon Valley, 7. At Lawrence, Kan., University of Kansas, 47; Emporia Normal, 0. At Fairfield, Ia., Parsons, 7; Des Moines college, 0.

SENATORS TAKE LAST ONES
PHILADELPHIA, Oct. 2.—Washington today won the final contest of the baseball season here from the Philadelphia Athletics. Scores: First game: R. H. E. Washington... 060 018 000—7 11 3 Philadelphia... 000 000 000—0 7 1 Batteries: Courtney and Gharriety; Clapp, Moore and Wingo. Second game: R. H. E. Washington... 002 100 100—4 5 0 Philadelphia... 101 000 010—2 5 0 Batteries: Shaw and Picinich; Naylor and Walker.

RECENT ACTIVITY IN REALTY MARKET

During the past two weeks nine lots have been sold by the Herbert S. Prince company in Princeton Heights, completing the sale of lots in this subdivision. Nearly all of the buyers intend to build homes and two of these are well along, making 13 attractive homes on the property up to date, all above the restrictions. The subdivision was placed on the market some time ago by James S. Day, now of Monrovia, Cal., and H. S. Prince of the Herbert S. Prince company. The owners decided that they would

plans for the Phoenix tea room, which is very attractive in its Spanish draperies, in vivid contrast to the old blue tiles and dishes. The old kitchen at the entrance furnishes its quota of atmosphere.

While attention has been given to the appearance, the young women at the head of the business do not propose securing patronage on their surroundings but on the food and service, which will be under their direct supervision. The tea room will be formally opened Thursday night with a country dinner and old time chicken dinners will be features of every week. Spanish dishes also will be featured during the winter. According to the present arrangements parties of 50 can be served at one time but the long dinner tables from 6 to 9 o'clock will make it possible to serve many times the number during the evening. Arrangements can also be made for supper parties, while the after-theater and after the dance events will probably prove as popular as the luncheon which will be a la carte, the afternoon tea or the plate dinner.

A number of clubs and organizations already have made plans to hold luncheons there, among the number being the Pan-Hellenic club, a Greek letter club of college women. While it is not necessary to make reservation, any one who desires can do so may by telephone.

Until recently, nearly every Japanese followed the profession of his father.

The bamboo sometimes grows two feet in 24 hours.

PROMISE FINE ART EXHIBIT AT FAIR

The art exhibition committee of the Women's club met Friday to discuss plans for the fine arts exhibition that will be given under the auspices of the club at the coming session of the Arizona state fair. Developments to date indicate that the display this year will be an unusually fine one. The best known artists of Arizona will show their latest work and a great many well known California artists have promised exhibits.

Maynard Dixon, one of the foremost California artists, who has devoted a great deal of time to the study of Arizona atmospheric effects, and who has achieved the greater part of his reputation by his paintings of Arizona scenes, will bring a collection of his best canvases, it was announced. Benjamin C. Brown, another of California's ranking artists, also will show several canvases this year.

Mrs. John Bennett Jr., superintendent of the fine arts exhibit, declares that one of the most interesting features of the exhibition will be two splendid canvases by Frederick C. Bartlett. Mr. Bartlett is one of the few American artists of recent years who has achieved international renown, and it is felt that Arizona is especially fortunate in the opportunity to study and admire these works.

On the first railway a candle, stuck in a station window, indicated that a train was to stop; its absence was a signal to go on.

A person begins to lose weight at the age of 50, and at the age of 60 he has lost about 1½ inches.

HYDER DISCUSSES LOCAL CONDITIONS AS AFFECTED BY GENERAL MARKET

The public is reading so many conflicting stories thru the press today that it is essential that I present my views on the subject of market conditions and their effect on buying in Phoenix thru the local stores. It has been with extreme regret that I have noticed now and then that some Eastern concern has come out in a fashion that I would call "grand stand play" in an effort to deceive the public. You know and I know that the monster mail order house has been doing business on such a monstrous profit that they can afford to reduce material prices 50% and any such reduction is a mere ploy. I think when the public reads such a statement that they give no more consideration to the matter than they give serious consideration to the overall fact or to the discussion of "whether women should smoke cigarettes or not." If the big department store in the East which started with the big noise of a 20% reduction got a million dollars worth of advertising from their effort and reduced their overhead selling cost 15% because of the increasing volume of sales they have been considered to have made a good investment. BUT is he selling today the goods at the 20% reduction he advertised, and if he is, and if that wholesale house has reduced any article 60%, what are you and I to think of the profits they were making before the reductions were made? If there are any laws to prosecute profiteers then I believe some of these "grand stand playing big boys" should have it on their trail. On the other hand, let us refer to Marshall Field & Co., which is generally considered to be the greatest merchandising establishment in the world.

They sell quality goods of standard varieties and are fully legitimate in every sense of the word. There has been no "grand stand play" on their part and on the other hand as the opportunity affords itself to present a lower price on this article or that article, they will make the reduction on that article or the other, but will make no "grand stand play" about the trend of conditions until it has assumed large enough proportions to be termed "trend."

In our stores and other stores about town you are asking when the reduction in the price of clothes will effect a saving in price. You have heard that a \$100 suit was thrown on the market at the Madison Square sales in New York for \$32.34, or some other ridiculous figure. Have you stopped to consider that what is thrown on the market there is such stuff as your merchants here would not think of selling to you and is such stuff as has been returned by customers to manufacturers, who in turn have dumped it on the market in this wholesale fashion in New York. You are hearing daily of bargains here and there, gains there. In my opinion the man who sells bargains every day is offering no bargains at all. The time when bargains are created in a store is when the store is in need of immediate cash or when they are unloading an overstock or when they are cleaning out lines of merchandise. These amazing slaughters of prices are not made every day in the year by some people, and which are now excused in the effort to smash the high cost of living, still leave a percentage for overhead expenses and a small margin of profit. And when the overhead costs in the profits are still added to the cost of the article I can't be convinced that the offering is a bargain. As an illustration as to why merchandise cannot be sold at such terrible slaughter prices on no notice whatever, let me cite that if a merchant pays \$50 for a suit and let us imagine that his overhead and profit amounts to \$10, it would be important for him to sell that suit for less than \$50. If he did, how in this world would he remain in business?

Make a little inside view into the clothing market as was and as is. A year ago when there was a scarcity of clothing, we were making our goods which we placed our orders with the manufacturers for goods at a certain price we had no assurance of receiving them at all, or at the price we purchased them. Before they shipped they possibly would tell us that labor troubles had caused them to pay more for the manufacture and they would therefore require us to pay 15% additional for the goods. In order to get them to serve us we were forced to pay these additional prices. You in turn were called on to pay us, but the merchants were in no ways to blame for the situation. Second, when a merchant went back East to buy he stood in line in the eastern manufacturer's plant and was told if he was a customer he would be given some goods and if he was not a regular customer he would get none. Third, a year ago if a merchant wanted to cancel any order for goods he was thanked by the manufacturer and the manufacturer smiled because he was going to make 20% or 40% more by selling to someone else. This year, however, the manufacturers are trying to compel us to accept their goods at the prices at which they were purchased. Fourth, the goods which the retailers have been unable to return to the manufacturers have for some reason or other been dumped on the eastern markets and it is this refused clothing which is being represented as having come down. Fifth, when you read an article which tells of the fact that price of manufacturing on all materials have gone down, remember that this is the goods that will not be on the list before spring or later and remember that the goods on the shelves and the racks of the Phoenix merchants are those goods which were made months ago.

Let us all down here in the Southwest be calm and remember that the merchants of Phoenix are more interested in giving you lower prices if it is possible than you are yourselves in getting these low prices. We are in the midst of a time of readjustment and I personally am in the very great hope that this readjustment will see a lowering of prices which will effect us here in Phoenix not later than next spring. Let us always put our cards right straight up on the table so that there can be no questioning of our ways and means and motives. There are in all communities people who want things of one quality and of another. Some want a suit for \$35, others want it for \$50 and others are willing to pay more for better goods. We make it a point to sell only quality goods, Hirsch, Wickwire clothes, ranging in price from \$45 to \$100; Wilson Brothers Hatters, Stetson and Mallory Hats. There is no bargain but there is exceedingly good value because we do business on the legitimate line and "live and let live" policy. When you want dollar for dollar value you may feel very free to come to our store, where we will add to that value the regular Hyder service.

JOHN HYDER.

Merchants of the West!

YOU ARE INVITED TO COME TO SAN FRANCISCO AT OUR EXPENSE!

WILL YOU come to San Francisco at our expense? The annual Fall Market Week and Style Show should be attended by every progressive merchant in the Western states. It is your opportunity to learn at first hand present market conditions, to buy advantageously—it will mean money to you! You will be entertained! Daily Luncheons with prominent speakers! Dinner Jinx! Theatre Party! Style Show! Prizes!—a royal welcome awaits you!



"Fall Market Week and Style Show" SAN FRANCISCO OCTOBER 11th to 15th

REFUND OF RAILROAD AND PULLMAN FARES! Any merchant in California, Oregon, Washington, Nevada, Utah, Idaho, New Mexico and Arizona is entitled to the refund of their Railroad and Pullman Fare upon purchasing merchandise to the amount of \$1,000 or over, during Market Week. Come at our expense! Visit San Francisco! Buy profitably! Be entertained!

PLAN TO ATTEND! Manufacturers and Wholesalers Association of San Francisco

The Manufacturers and Wholesalers Association of San Francisco is devoted to the interests of Dry Goods, Men's and Women's Furnishings and Clothing, Boots and Shoes, Millinery, Notions and all allied Apparel lines.

Headquarters: 512 Merchants Exchange Building, L. B. Wilson, Secretary.

The Following Wire Received Late Yesterday

| CLASS OF SERVICE | SYMBOL | CLASS OF SERVICE | SYMBOL |
|------------------|--------|------------------|--------|
| Day Message | DM | Day Message | DM |
| Night Letter | NL | Night Letter | NL |
| Night Message | NM | Night Message | NM |
| Day Letter | DL | Day Letter | DL |

Received at 20-22 North Central Ave., Phoenix Arizona. 1920 OCT. 2 PM. 5 49

A354GS 67 BLUE 1 EXTRA OAKLAND CALIFORNIA BERT O BROWN PHOENIX ARIZ

THIS COMPANY HAS NO INTENTIONS OF CHANGING THE LIST PRICES ESTABLISHED FOR THE SEASON OF NINETEEN TWENTY ONE BUT IN THE EVENT OF ANY UNEXPECTED REDUCTION IN LABOR AND MATERIAL AFFECTING THE COST AND JUSTIFYING A LOWERING OF THE LIST PRICES OF CHEVROLET CARS PRIOR TO MAY FIRST NINETEEN HUNDRED TWENTY ONE WE WILL REFUND TO EVERY PURCHASER DURING THAT PERIOD THE AMOUNTS OF SUCH REDUCTION.

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